

Casablanca, November 27, 2023

- ▶ Continued growth in consolidated revenues & accelerated deployment of projects
- ▶ Sustained momentum in Payment activity, driven by extended geographic coverage
- ▶ Lower debt and stronger cash position in a context of growth

Consolidated Key Figures

QUARTERLY INDICATORS IN M MAD ¹	Q3 2023	Q3 2022	Change
Revenues	278	253	10.2%
Of which recurring and regular revenues	202	189	6.9%
Research & Development	25	30	-17.8%
CUMULATIVE INDICATORS IN M MAD ¹	September 2023	September 2022	Change
Revenues	842	734	14.8%
Of which recurring and regular revenues	571	542	5.5%
Research & Development	97	97	-
CUMULATIVE BALANCE SHEET INDICATORS IN M MAD ¹	September 2023	December 2022	Change
Debt²	124	150	-17.3%
Cash & Cash Equivalents	258	238	8.2%

Statutory Key Figures

QUARTERLY INDICATORS IN M MAD ¹	Q3 2023	Q3 2022	Change
Revenues	611	572	6.8%
CUMULATIVE INDICATORS IN M MAD ¹	September 2023	December 2022	Change
Debt	92	111	-17.4%

1. Indicators based on management reporting - 2. Debt includes medium-term loans and leasing contracts (figures as of 09/30/2023 vs. 12/31/2022)

Business review

Revenue

HPS Group's consolidated revenues for the third quarter totaled 278 M MAD, up 10.2% on the same period last year. This trend was driven by the strong performance of the Payment activity, which recorded solid momentum in projects execution and benefited from the Group's broader geographical exposure. At the end of September 2023, consolidated revenues were up 14.8% to 842 M MAD, and 15.8% at constant exchange rates.

Regular and recurring revenues continue to grow, thanks to good performance in Upselling and Maintenance. They rose by 5.5% as of September, and accounted for 70% of consolidated revenues.

Payment activity

Revenue generated from the Payment business grew significantly by 15.6% up to September 2023. The growth was mainly attributed to the successful implementation of new projects in Asia and Europe and the strong demand from existing customers in Africa. The company's business development initiatives resulted in a 61.4% surge in revenues from PowerCARD projects with new customers. Additionally, investments in Research & Development (R&D) and advancements in payment technologies worldwide contributed to the rise in upselling revenues by 13.1% and maintenance revenues by +22.5%.

Switching activity

Switching revenues were up 8.7% to 59 M MAD compared with the end of September 2022, in line with the development of electronic banking in Morocco. As of September 2023, the number of cards issued by Moroccan banks was up 4.9%, generating a 16.5% increase in the number of transactions carried out (cash withdrawals and payments) and a 23.4% rise in online payment transactions. HPS Switch has been able to support the evolution of new payment methods and enhance the security of electronic transactions, thanks to its sustained efforts in developing its technological infrastructure, especially through the Active/Active platform.

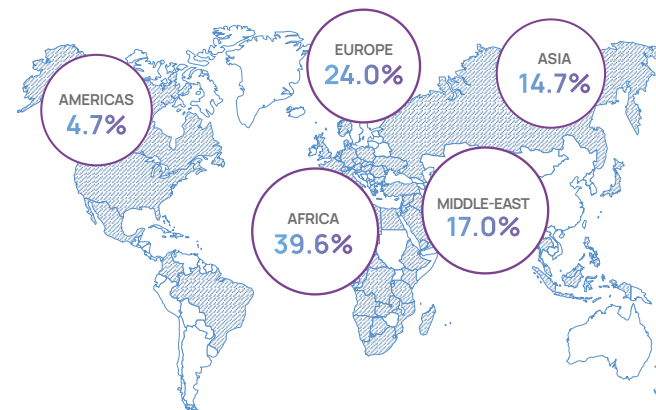
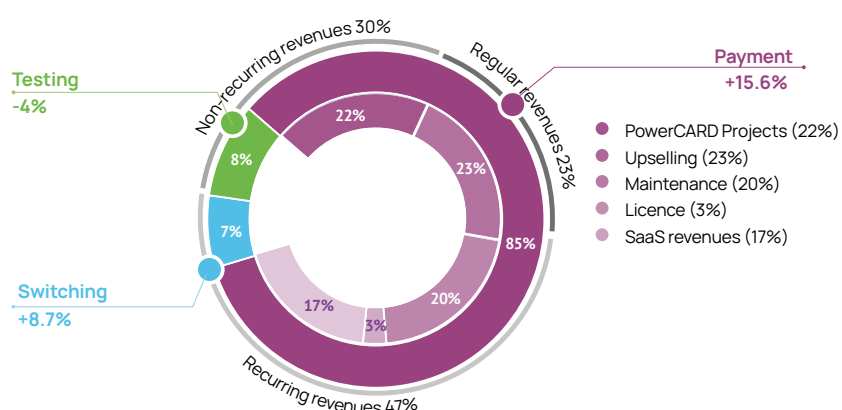
Testing activity

The Testing business is operating in an unfavorable economic climate, combined with an industry environment marked by the postponement of IT investments at corporate level in Europe. However, the efforts made since the beginning of the year to strengthen the customer base and new listings have enabled the Testing business to mitigate the -4% drop in revenues.

Research & Development

As of September 2023, Research & Development investments amounted to 97 M MAD. The development of PowerCARD version 4 continued during the quarter, for the completion of switch and debit cards emission modules in particular.

Revenues Breakdown by Activity and Geographic Area as of September 30th, 2023



Change in Scope of Consolidation

The scope of consolidation of HPS changed in the first half of 2023, with the creation of the fully consolidated subsidiary HPS South Africa, 100% owned by HPS.

Investments

Investments in 2023 third quarter focused on acquiring computer hardware, equipment and office workspaces to support the constant expansion of the Group's activities.

Debt

Thanks to efforts to optimize cash flows and manage financing requirements, the HPS Group continues to reduce its debt, while strengthening its financial resources. At the end of the third quarter, indebtedness fell by 17.3% to MAD 124 million, while cash and cash equivalents stood at MAD 258 million, up 8.2% compared with the end of 2022.

Outlook

HPS Group remains committed to executing the strategic objectives outlined in the «AccerIR8» development plan, which aims to bolster revenue growth by prioritizing recurring and predictable income streams, as well as expanding geographical reach. The Group's sustained sales momentum and successful implementation of various Research & Development projects are expected to contribute to its continued growth for the year and maintain EBITDA margin at the same level as 2022. Additionally, the USD/MAD exchange rate stabilization at its present level (10.15-10.20) should lead to a decrease in the weight of financial expenses on Group profitability by the end of 2023.

About HPS

HPS is a worldwide leading provider of payment solutions and services for issuers, acquirers, card processors, independent sales organisations (ISOs), retailers, mobile network operators (MNOs), and national & regional switches around the world. PowerCARD is HPS' comprehensive suite of solutions that covers the entire payment value chain by enabling innovative payments through its open platform that allows the processing of any transaction coming from any channel initiated by any means-of-payment. PowerCARD is used by more than 450 institutions in over 90 countries. HPS has been listed on the Casablanca Stock Exchange since 2006 and has offices located in major business centres (Africa, Europe, Asia, Middle East). For more information: www.hps-worldwide.com

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